

# Enterprise Energy Transformation

**A portfolio of energy services to minimize energy costs and achieve sustainability goals.**

Our product suite is focused on helping you manage energy costs, identify and implement conservation opportunities, and procure cleaner energy supplies.

When it comes to energy, organizations feel trapped and struggle to meet competing—sometimes conflicting—objectives. They need to minimize their energy costs and risks to maintain competitiveness and improve the bottom line. At the same time, they need to identify solutions that reduce their energy consumption. In addition, environmental pressures from regulators, investors, and customers create the need to procure clean energy supplies to minimize their GHG emissions. Oftentimes, procurement managers, energy managers, and sustainability leaders are expected to meet

## THE ENERGY TRILEMMA

### COST



#### Energy Procurement & Management

Retail & wholesale energy procurement to reduce costs & manage risks

### CONSERVE



#### Demand Management

Solutions to decrease energy consumption & generate cost savings

### CLEAN



#### Clean Energy Procurement

Advisory services to minimize carbon intensity through clean energy procurement

#### Energy Market Intelligence

Market insights to drive create clarity and drive informed energy procurement and advisory decisions

environmental goals with little or no capital budget. It's a nearly impossible dilemma.

Although there is no single

solution to this dilemma, there is a portfolio of energy services that can be combined to help meet both economic and environmental objectives simultaneously.

### ENERGY PROCUREMENT & MANAGEMENT:

Our solutions include retail and wholesale energy procurement services in competitive energy markets, coupled with regulated rate optimization in regulated energy markets. These solutions help minimize energy costs and risks.

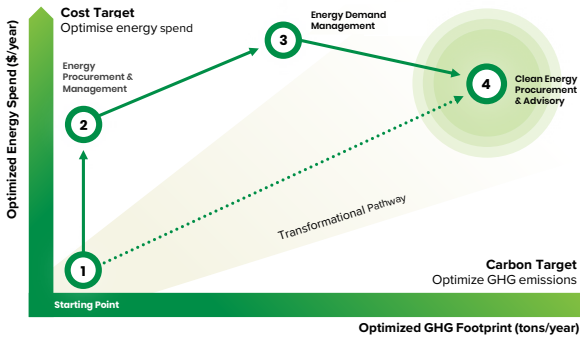
### DEMAND MANAGEMENT:

We identify opportunities to conserve energy through the implementation of energy efficiency projects and by optimizing business processes and operations. We identify opportunities and quantify the expected rate of return and GHG emissions reduction potential.

### CLEAN ENERGY PROCUREMENT:

For those that need to reduce the GHG intensity of their energy to meet ESG goals, we provide strategic clean energy procurement starting with an assessment of available options to ensure costs are minimized.

## ENTERPRISE ENERGY TRANSFORMATION



Although each product is powerful in its own right, solving enterprise energy challenges often requires a combination of services. Indeed, there are synergies across these services that enable energy transformation.

Most organizations are at a Starting Point (1) with higher than desired energy costs and significant potential for decarbonization. The goal is to optimize both energy spend and GHG emissions footprint simultaneously—this is the transformation pathway. The desire is to move from their current state to a future along the transformational pathway that is characterized by lower energy spend and GHG emissions.

**“ The combination of all three products enables energy transformation. Savings from energy procurement and demand management can be channeled into clean energy investments to achieve sustainability goals.”**

Energy Procurement & Management (2) services are focused on reducing energy costs and minimizing risk. These services move organizations toward their optimized energy spend without impacting GHG emissions. These services improve EBITDA by reducing operating costs thereby freeing up cash flow for other opportunities.

Energy Demand Management (3) services implement programs that take advantage of profitable energy efficiency opportunities with little or no up-front capital. As a result, organizations reduce both energy spend and their overall GHG footprint because they consume less energy through conservation.

Although several clean energy options represent a cost savings relative to traditional energy supply sources, aggressive sustainability goals may require additional clean energy procurement measures that come at a positive cost. Fortunately, the EBITDA improvements from energy procurement and demand management services can provide a potential source of funding for Clean Energy Procurement (4) activities.

Taken together, the portfolio of energy services enables organizations to move along their transformational pathway enroute to simultaneous energy savings and GHG reductions. It's the combination of all three products that enables energy transformation. Savings from energy procurement and demand management can be channeled into clean energy investments to achieve sustainability goals. That's the power of the Insight Energy product portfolio. And this is how we enable enterprise energy transformation.

### ABOUT OMNIA PARTNERS

OMNIA Partners is the nation's largest, most experienced, and most trusted resource in group purchasing and supply chain management. OMNIA Partners unites industry-leading purchasing power and market-leading suppliers to deliver an extensive and diverse portfolio for indirect and direct products and services in procurement. POWER. ACCESS. TRUST.

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